

Message Text

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PAGE 01 SANTO 02052 072110Z

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ACTION ARA-10

INFO OCT-01 ISO-00 EB-07 /018 W
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R 072147Z MAY 75
FM AMEMBASSY SANTO DOMINGO
TO USDOC WASHDC
INFO SECSTATE WASHDC 3634

UNCLAS SANTO DOMINGO 2052

E.O. 11652: N/A

TAGS: BTIO, DR

SUBJ: SPECIAL TRADE OPPORTUNITY: BUOY TENDER

1. THREE DIFFERENT DOMINICAN AGENT/DISTRIBUTORS HAVE CONTACTED EMBASSY REQUESTING ASSISTANCE IN LOCATING POTENTIAL SUPPLIERS OF A USED BUOY TENDER FOR SALE TO THE DOMINICAN NAVY. PRECISE SPECIFICATIONS ARE UNKNOWN, BUT SHIP SHOULD BE ABOUT 300 TO 600 TONS DISPLACEMENT WITH TWIN DIESEL ENGINES AND A TEN-TON LIFT CAPACITY. EMBASSY WOULD APPRECIATE SPECIAL HANDLING OF THIS CASE FOR REASONS DETAILED BELOW.

2. THE DOMINICAN NAVY UNDOUBTEDLY NEEDS A BUOY TENDER TO REPLACE ITS CURRENT UNREPAIRABLE VESSEL. IT WOULD NOT BE APPROPRIATE IN THIS MESSAGE TO OUTLINE EFFORTS OF THE NAVY ITSELF TO LOCATE SUCH A SHIP. HOWEVER, THE TRADE OPPORTUNITY HAS NOW OBVIOUSLY BECOME KNOWN WITHIN THE DOMINICAN BUSINESS COMMUNITY, AND WE BELIEVE THAT THERE IS AN OUTSIDE CHANCE THAT A SALE COULD BE MADE THROUGH ONE OF THESE LOCAL AGENTS. DOMINICAN LAW ALLOWS A GOVERNMENT AGENCY TO PURCHASE DIRECTLY FROM OVERSEAS FIRMS WITHOUT BENEFIT OF A LOCAL AGENT; NONETHELESS, AGENTS ARE VERY OFTEN USED FOR SUCH SALES--THIS DEPENDS ON THE POLITICAL/COMMERCIAL DYNAMICS OF THE INDIVIDUAL CASE.

3. EMBASSY RECOMMENDS THAT IN ALERTING POSSIBLE US SUPPLIERS, USDOC SHOULD SUGGEST THAT CONTACT BE MADE THROUGH THE AGENTS NAMED BELOW. USDOC MAY WISH TO PROVIDE NAME OF ONLY ONE OF THESE AGENTS TO EACH US COMPANY, TO MINIMIZE RE-
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RESENTATIONAL CONFLICTS HERE.

4. FOLLOWING ARE THE DOMINICAN FIRMS WHICH HAVE INDICATED
INTEREST:

A) CESAR A BODDEN, CESAR A BODDEN AND CO., APTDO. 229,
SANTO DOMINGO (STREET ADDRESS: CALLE DUARTE NO 65-A;
TELEPHONE 682-8886).

B) BRANCESCO LAMANNA, EQUIPOS INDUSTRIALES/AGRICOLAS, C POR
A, APTDO. 306 - ZONA 2, SANTO DOMINGO (TEL: 565-0322 OR
566-4902).

C) ERNESTO AROSTEGUI, MERCANTIL ANTILLANA, C POR A, CALLE
30 DE MAYO 110, SANTO DOMINGO (TEL: 689-8166); CABLE:
MERCANTIL).
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Message Attributes

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Disposition Approved on Date:
Disposition Authority: n/a
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Disposition Event:
Disposition History: n/a
Disposition Reason:
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Margaret P. Grafeld
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